Another successful WMMA event took place earlier this month in Boston, MA. Our 3rd Annual Regional Networking & Educational Meeting was held at the Hotel Commonwealth in Boston. Budgets for 2020 were approved, committee meetings were held and new member benefits put in place.

We experienced another great opportunity of working together, educational sessions, plant tours, and of course NETWORKING. Thanks to our speakers Javier Holschneider and Dr. Robert Dietz for their invaluable educational sessions. Thank you North Bennet Street School and Autodesk Technology Center staff for allowing us to visit your facilities. Finally, thanks to all WMMA members and potential members who attended. The 2020 WMMA Regional Meeting will be in Louisville, KY.

I want to bring to your attention a great benefit that is now available to members from the International Business Development Committee. Chairman Dennis Smith and the IBDC requested a Market Research Report from the US Commercial Service on nine countries of interest to members of the WMMA. The report is on the members-only page (refer to the link in this month's Newsletter). Whether you're exporting now or thinking about it please take advantage of this benefit and read the report.

After the IBDC meeting in Boston, I was pulled aside by a member who was very upset. He said "Mr. President, I am worried that China, if they haven't already, will take over the world markets and destroy our industry". Sounds drastic but the statistics he rattled off were breath taking. Yes, I know about state-owned enterprises, government subsidies and bailouts etc. The Chinese economic model systematically tilts the playing field in favor of Chinese companies. I am not trying to scare you but point out it does not have to be that way. WMMA needs to play a bigger role in the world market. It is in our best interest now and in the future. Your association will make every effort to assist all members to successfully export, increase export sales and take advantage of international opportunities. This report hopefully will assist our members in the export battle with you know who!

We all know what is coming in 2020 ... ELECTIONS... Our Public Policy Committee is well aware of this. Next year will be an opportunity for our members to get on board with the PPC and take advantage of the next D.C. Fly-in. Join the committee and go to Capitol Hill and let our representatives know what is important to WMMA. This is where "strength in numbers" counts.

Your President,

Steve Carter

2019 Regional Networking & Education Meeting Photos
WMMA Members and Guests went to Boston for our 3rd Annual Regional Networking & Educational Meeting. Education included a Housing Trends forecast presentation by, Robert Dietz, Chief Economist for the National Association of Home Builders and an Exporting to Mexico presentation by, Javier Holschneider, an active distributor of woodworking machinery in Mexico who has partnered with a number of WMMA member companies.

This was a great opportunity to bring together both members and prospective members for in-person committee meetings, educational sessions, plant tours and, of course networking!

2019 Regional Meeting Presentations

Login to the WMMA Member Portal to view the following presentations from our 2019 Regional Meeting in Boston:

- US Commercial Service Market Research Report for WMMA
- Mexico and the Wood Industry, Javier Holschneider
- Housing Trends: Demographics, Construction Metrics, Inventory and Forecasts by Robert Dietz, Chief Economist for the National Association of Home Builders

New WMMA Member Interview: MachineryMax

Tell us about your company:
MachineryMax is an on-line market place for buying and selling all types of machinery with a specific focus on woodworking. We are headquartered in Tracy, CA with personnel in Portland, Salt Lake, Kansas City, Toronto and Charlotte. Please check out, www.machinereymax.com for more information.

Tell us about your product/machinery:
All types of machinery with a primary focus on woodworking. There is not one specific market focus. We work with companies large and small in cabinetry, millwork, window/door, etc. In addition we assist our customers with material handling, transportation, supplies and raw materials.

Are there any trends you are seeing in that/those market(s)?
As our customers continue to purchase new machinery they need to find a home for used equipment. This is a great pipeline to the many startup companies who do not have a budget for new equipment.
What prompted you to join WMMA?
I was active with WMMA while at a previous company. It was
great to learn from other members and support our overall
industry. Recruiting and retaining membership is very
important as well as outreach to our customers.

Will we see you at any upcoming WMMA events?
Was at WIC and Vegas this year. Back at WIC and IWF next
year.

Interested in having a company
profile in the Newsletter?
Email Samantha@wmma.org to be in
one of our upcoming features!

Call for Subject Matter Experts (SME)

WMMA's Technical Standards Committee
oversees the ANSI and ISO development of
standards for the safe design, installation and use
of woodworking and accessory equipment, used in
industrial and commercial applications.

We are currently seeking SME's for single-end
and double-end tenoners.

If you or someone you know is a subject matter
expert on single-end and double-end tenoners
and would like to provide input from a U.S.
position, email Associate Director Samantha
Devine at samantha@wmma.org.

Register Now for
WIC 2020

For over 30 years, the Woodworking Machinery
Industry Association (WMIA) and the Wood
Machinery Manufacturers of America (WMMA)
have jointly sponsored the Woodworking Industry
Conference (WIC), the “One Industry Conference”
bringing together different segments of the
industry.

WIC is the “One Conference” you can’t afford to
miss—where else can you find valuable
opportunities for business development,
professional and personal networking, and a
wealth of practical knowledge and information, all
in one fantastic setting? You can’t, so why let WIC
2020 pass you by?

Click here to login to your WMMA Member account
to view the report. The PDF can be located on the Member landing page
once you login.

Need login help? Email Kristin@wmma.org.
Exhibit with WMMA in Mexico City
January 22-24, 2020

WMMA is sponsoring a pavilion at the Mexico City Woodworking Show, January 22-24, 2020 and we are inviting our members to join us!

Interested in exporting to Mexico? WMMA will sponsor a pavilion for member companies interested in participating in this 2020 Fair, organized by Hannover Fairs (organizers of LIGNA and other international expositions).

Click here to learn more and register for the pavilion.

Questions? Contact fred@wmma.org

WMMA 2019 Upcoming Events

January 22-24, 2020
MEM Industrial 2020
Mexico City, Mexico
Find out how to participate in WMMA's U.S. Pavilion here

February 5-9, 2020
WINS 2020
Salt Lake City, UT
Details coming soon.

May 5-8, 2020
Woodworking Industry Conference (WIC20)
Wild Dunes Resort
Isle of Palms (Charleston), SC

August 25-28, 2020
IWF 2020 - Click here to apply for exhibit space
Atlanta, GA

View Full Calendar of Events

Wood Industry Boot Camp

Thanks to our relationship with WMIA, WMMA members have access to WMIA member pricing for the Boot Camp listed below. Take this opportunity to sign up, as space is limited!!

Boot Camp
January 13-17, 2020
Pittsburg State University

WMIA and WTII’s ever-popular Boot Camp returns to Pittsburg State University January 13-17, 2020. This is a wood processing industry overview. It’s a unique project-based program that provides an exposure-level curriculum and hands-on approach to several of the industry’s fundamental wood processing applications, and the machinery used in those manufacturing processes. Topics to be covered include: AutoCAD, CAM Software, CNC, Wood Science, Primary Processing, Finishing, Veneering, Cabinetry, Machine Woods, Tool Technology, Millwork, and Facilities Management.
Don’t assume that just because this is an overview that Boot Camp is only appropriate for new hires—many companies have sent seasoned employees as well, and they’ve come away finding the session useful and relevant. In fact, 100 percent of those companies who have sent employees to Boot Camp felt that it was a valuable investment for their employees and their company, particularly those in sales and marketing positions.

Registration for the January session is now open, and there are still slots available. The $2250 tuition includes hotel, meals, course, and project materials.

Don’t miss out—the last session nearly sold out! For more information, or to enroll, visit [http://wtii.net](http://wtii.net). (Choose “Boot Camp Session” for this option.)

Questions about either course? Contact [info@wtii.net](mailto:info@wtii.net).

---

**Monday Economic Report:**
**October 15, 2019**

Job openings in the manufacturing sector pulled lower in August, even as postings in the sector remained elevated. Manufacturing job openings have pulled back from the all-time high in June for the second straight month, but there was another record figure in postings for durable goods manufacturers. Despite that volatility, manufacturing job openings have averaged a robust 485,000 per month over the past 12 months, and firms continue to cite the inability to find talent as a top concern.

[Click here for the full report from October 15, 2019.](#)

---

**V.T. Housing Report:**
**August, 2019**

August 2019 United States housing data indicated improvement in most categories; yet, most indicators remain well less than their respective historical averages. Single-family starts, permits, and completions were all positive month-over-month. Total housing starts, permits, under construction, and completions were positive year-over-year. New single-family sales recorded impressive month-over-month and year-over-year gains. Notably, total and single-family private construction spending continued year-over-year declines.

[Click here to read the full August Housing Report.](#)